

# INVESTOR PRESENTATION | NOVEMBER 2021

EVERY SEASON STARTS AT



## CAUTIONARY STATEMENT RELATING TO FORWARD LOOKING INFORMATION

This investor presentation contains forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are subject to risks and uncertainties and change based on various important factors, many of which may be beyond the Company's control. The Company's future performance and actual results may differ materially from those expressed or implied in such forward-looking statements. Forward-looking statements include statements regarding, among other things, the Company's future performance, including its 2021 outlook for earnings and sales; capital expenditures; and share repurchases and dividends.

Factors that could cause actual results to differ materially from those expressed or implied in any forward-looking statements include, but are not limited to: the impact on our business, operations and financial results due to the duration and scope of the COVID-19 pandemic, including the potential impact due to disruptions in our vendors' supply chains and due to restrictions imposed by federal, state, and local governments in response to increases in the number of COVID-19 cases in areas in which we operate; changes in consumer discretionary spending; the extent to which changes in consumer demand due to the COVID-19 pandemic will continue and whether new trends will emerge after the impact of the COVID-19 pandemic subsides; store closures and other impacts to our business resulting from civil disturbances; investments in omni-channel growth not producing the anticipated benefits within the expected time-frame or at all; risks relating to private brands and new retail concepts; investments in business transformation initiatives not producing the anticipated benefits within the expected time-frame or at all; the amount devoted to strategic investments and the timing and success of those investments; inventory turn; changes in the competitive market and competition amongst retailers, including an increase in promotional activity; changes in consumer demand or shopping patterns and the ability to identify new trends and have the right trending products in stores and online; the impact of a high rate of inflation on our business; changes in existing tax, labor, foreign trade and other laws and regulations, including those imposing new taxes, surcharges, or tariffs; limitations on the availability of attractive retail store sites; unauthorized disclosure of sensitive or confidential customer information; website downtime, disruptions or other problems with the eCommerce platform, including interruptions, delays or downtime caused by high volumes of users or transactions, deficiencies in design or implementation, or platform enhancements; disruptions or other problems with information systems; increasing direct competition from vendors, and increasing product costs due to various reasons, including foreign trade issues, currency exchange rate fluctuations, and increasing prices for raw materials due to inflation; the loss of key personnel, including Edward W. Stack, Executive Chairman, or Lauren Hobart, President and Chief Executive Officer; developments with sports leagues, professional athletes or sports superstars, including disruptions and cancellations due to COVID-19; weather-related disruptions and seasonality of the Company's business; and risks associated with being a controlled company.

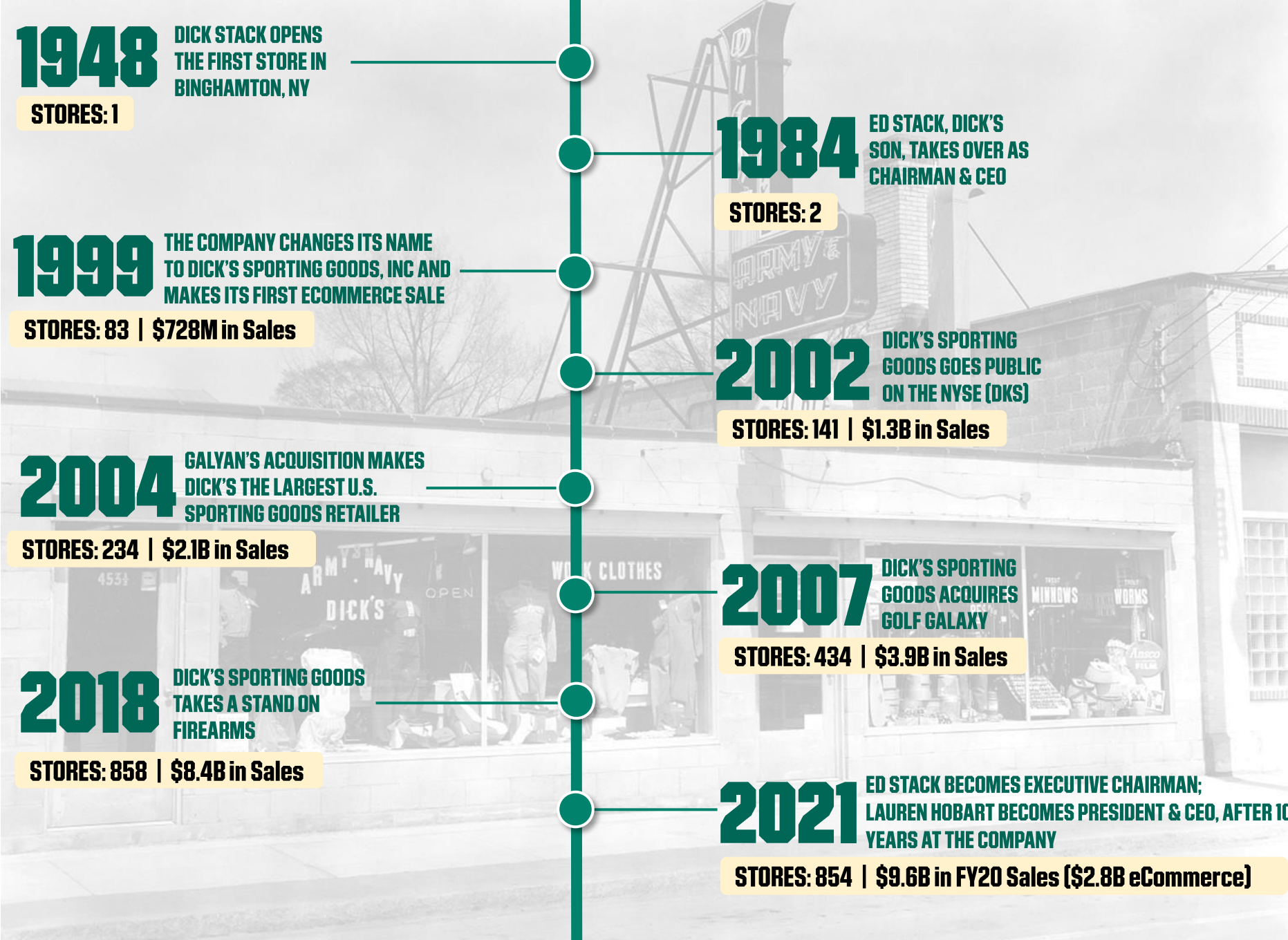
For additional information on these and other factors that could affect the Company's actual results, see the risk factors set forth in the Company's filings with the Securities and Exchange Commission ("SEC"), including the most recent Annual Report filed with the SEC on March 24, 2021 and our Quarterly Report filed with the SEC on August 25, 2021. The Company disclaims and does not undertake any obligation to update or revise any forward-looking statement in this presentation, except as required by applicable law or regulation. Forward-looking statements included in this presentation are made as of the date of this presentation.

## NON-GAAP FINANCIAL MEASURES

In addition to reporting the Company's financial results in accordance with generally accepted accounting principles ("GAAP"), the Company reports certain financial results that differ from what is reported under GAAP. These non-GAAP financial measures include consolidated non-GAAP net income, non-GAAP earnings per diluted share, non-GAAP income before taxes ("EBT"), non-GAAP EBT margin, and net capital expenditures, which management believes provides investors with useful supplemental information to evaluate the Company's ongoing operations and to compare with past and future periods. Management believes that excluding non-cash debt discount amortization from its convertible senior notes and including the share impact from the convertible note hedge is useful to investors because it provides a more complete view of the economics of the transaction. Management also uses certain non-GAAP measures internally for forecasting, budgeting, and measuring its operating performance. These measures should be viewed as supplementing, and not as an alternative or substitute for, the Company's financial results prepared in accordance with GAAP. The methods used by the Company to calculate its non-GAAP financial measures may differ significantly from methods used by other companies to compute similar measures. As a result, any non-GAAP financial measures presented herein may not be comparable to similar measures provided by other companies. A reconciliation of the Company's non-GAAP measures to the most directly comparable GAAP financial measures are provided below and on the Company's website at [investors.DICKS.com](https://investors.dicks.com).

## POTENTIAL DILUTIVE IMPACT OF CONVERTIBLE SENIOR NOTES DUE 2025 AND CALL SPREAD

As previously announced on April 17, 2020, the Company closed on the issuance and sale of its 3.25% Convertible Senior Notes due 2025 (the "Notes") and the privately negotiated convertible note hedge transactions entered into in connection with the issuance of the Notes (the "Convertible Note Hedge Transactions"). At that time, the Company provided an illustrative table of the potential dilutive impact of the Notes and the Convertible Note Hedge Transactions at the initial conversion rate, assuming various hypothetical quarterly average market prices of the Company's common stock. The initial conversion rate has since been adjusted pursuant to the terms of the Notes and Convertible Note Hedge Transactions to account for cash dividends. The Company has provided an updated illustration of the potential dilutive impact using the adjusted conversion rate that may be found on the Company's website at <https://investors.dicks.com/investor-relations>.



## OUR BELIEF

We believe sports make people better.

## OUR COMMON PURPOSE

We create **confidence** and **excitement** by personally equipping all athletes to achieve their dreams.

## OUR MISSION

We create an inclusive environment where passionate, skilled and diverse **TEAMMATES** thrive.

We create and build leading brands that serve and inspire **ATHLETES**.

We make a lasting impact on **COMMUNITIES** through sport.

We deliver **SHAREHOLDER** value through growth and relentless improvement.



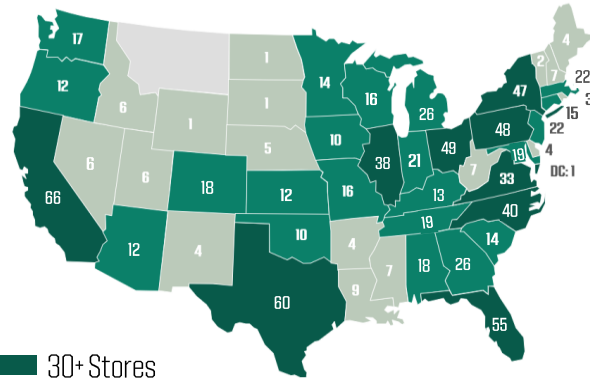
# DICK'S SPORTING GOODS SNAPSHOT (NYSE: DKS)

## NATIONAL FOOTPRINT

**866** TOTAL STORES  
IN 47 STATES

**DICK'S Sporting  
Goods: 734**

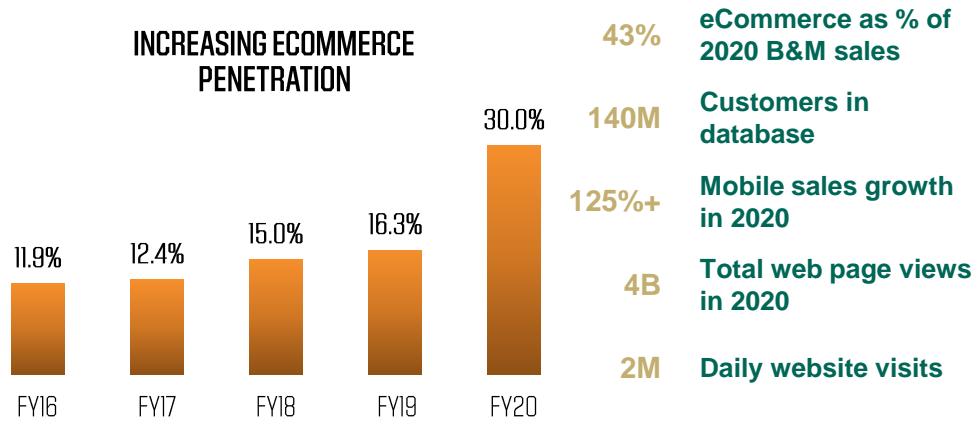
**Specialty Concept  
Stores: 132**



■ <10 Stores ■ 10-29 Stores ■ 30+ Stores

## DIGITAL COMPOSITION

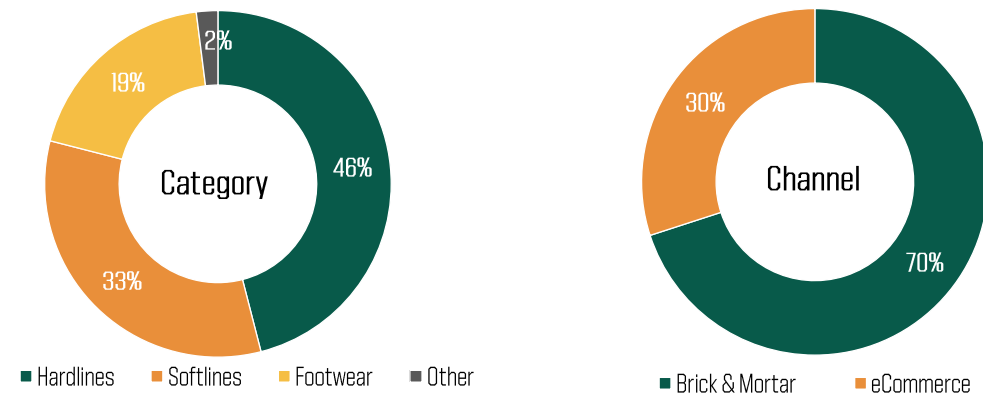
### INCREASING ECOMMERCE PENETRATION



## FY20 FINANCIAL HIGHLIGHTS

		YoY Δ
Same Store Sales	-	+9.9%
eCommerce Sales	\$2.8B	100%
Net Sales	\$9.58B	9.5%
Non-GAAP Gross Profit Margin <sup>1</sup>	31.83%	249 bps
Non-GAAP EBT <sup>1</sup>	\$733.3M	66.5%
Non-GAAP EBT Margin <sup>1</sup>	7.65%	262 bps

## FY20 SALES BREAKDOWN



<sup>1</sup> Non-GAAP financial measures. Refer to Appendix for a reconciliation of non-GAAP financial measures.



# DEEPLY TALENTED AND EXPERIENCED LEADERSHIP TEAM



**ED STACK**  
Executive Chairman  
1984



**LAUREN HOBART**  
President & CEO  
2011



**NAVDEEP GUPTA**  
EVP – Chief Financial Officer  
2017



**LEE BELITSKY**  
EVP  
1997



**DON GERMANO**  
EVP – Stores  
2017



**VLAD RAK**  
EVP – Chief Technology  
Officer  
2020



**NINA BARJESTEH**  
SVP – Vertical Brands  
2018



**VINCENT CORNO**  
SVP – Real Estate &  
Construction  
2021



**GEORGE GIACOBBE**  
SVP – Supply Chain  
1999



**CARRIE GUFFEY**  
SVP – Merchandising  
Softlines  
2002



**JOHN HAYES III**  
SVP – General Counsel  
& Secretary  
2015



**PETER LAND**  
SVP – Chief  
Communications &  
Sustainability Officer  
2020



**JULIE LODGE-JARRETT**  
SVP – Chief People &  
Purpose Officer  
2020



**STEVE MILLER**  
SVP – Strategy, eCommerce  
& Analytics  
2019



**JOE PIETROPOLA**  
SVP – eCommerce  
2002



**ED PLUMMER**  
SVP – Chief Marketing  
Officer  
2010



**TONI ROELLER**  
SVP – In-store Environment,  
Visual Merchandising &  
House of Sport  
2014



**TODD SPALETTA**  
SVP – President, Public  
Lands  
2020



**WILL SWISHER**  
SVP – Planning, Allocation &  
Replenishment and  
Merchandising Hardlines  
1999



# HIGHLY SKILLED BOARD OF DIRECTORS



**ED STACK**  
Executive Chairman  
1984



**WILLIAM COLOMBO**  
Vice Chairman  
Retired President & COO,  
DICK'S Sporting Goods, Inc  
2002



**EMANUEL CHIRICO**  
Chairman & Retired CEO,  
PVH Corp.  
2003



**LARRY FITZGERALD**  
Professional Athlete,  
NFL  
2020



**LAWRENCE SCHORR**  
Retired CEO,  
Simona America Group  
1985



**LARRY STONE**  
Retired President & COO, Lowe's  
Companies, Inc.  
2007



**LAUREN HOBART**  
President & CEO  
2018



**MARK BARRENECHEA**  
CEO & CTO,  
OpenText Corp.  
2014



**ANNE FINK**  
President, Global Foodservice,  
PepsiCo, Inc.  
2019



**SANDEEP MATHRANI**  
CEO,  
WeWork  
2020



**DESIREE RALLS-MORRISON**  
EVP, GC & Corp. Secretary,  
McDonald's Corporation  
2020

## DIVERSE SKILLS & EXPERTISE



**Broad Industry Experience**  
(including within retail)



**Operational Excellence**



**Technology / eCommerce**



**Strategy**



**Finance**

## BOARD ATTRIBUTES (AS OF 4/28/21)

### TENURE



### AGE



**82%**  
Independent  
Directors



# OUR SUSTAINABLE COMPETITIVE ADVANTAGES



**LARGEST U.S. SPORTING GOODS RETAILER POSITIONED TO EXTEND LEAD**

**WORLD-CLASS OMNI-CHANNEL OPERATING MODEL**

**DATA-POWERED TECHNOLOGY COMPANY**

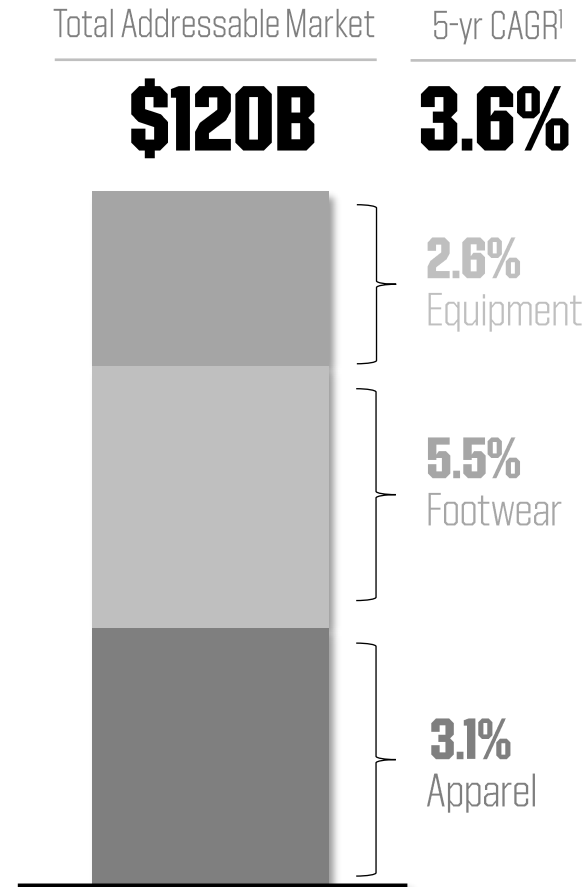
**VALUES AND COMMON PURPOSE DRIVE STAKEHOLDER AND SHAREHOLDER VALUE**

**COMPELLING LONG-TERM GROWTH STRATEGY**

**ROBUST FINANCIAL PERFORMANCE & PROFILE**

# LARGEST U.S. SPORTING GOODS RETAILER POSITIONED TO EXTEND LEAD

## THE MARKET IS STRONG AND GROWING



**75%** Of industry experts believe the Athleisure market will keep growing

**4X** Growth in health and fitness app downloads in 2020 vs. the previous 2 years

<sup>1</sup>CAGR inclusive of 2014 - 2019  
SOURCE: 2019 SGI Annual Apparel, Equipment, and Footwear reports

SOURCE: WFSGI + McKinsey & Company Sporting Goods Survey October 2020





**LARGEST  
U.S. SPORTING GOODS  
RETAILER POSITIONED  
TO EXTEND LEAD**

## WE ARE WELL POSITIONED IN THE GROWING MARKET

WE WILL CONTINUE TAKING SHARE AS THE SPORTING GOODS MARKET SHIFTS...

**7%**  
Market Share<sup>1</sup>

Largest among  
sporting goods  
retailers

...AND NEW ATHLETES ARE SHOPPING WITH US IN RECORD NUMBERS

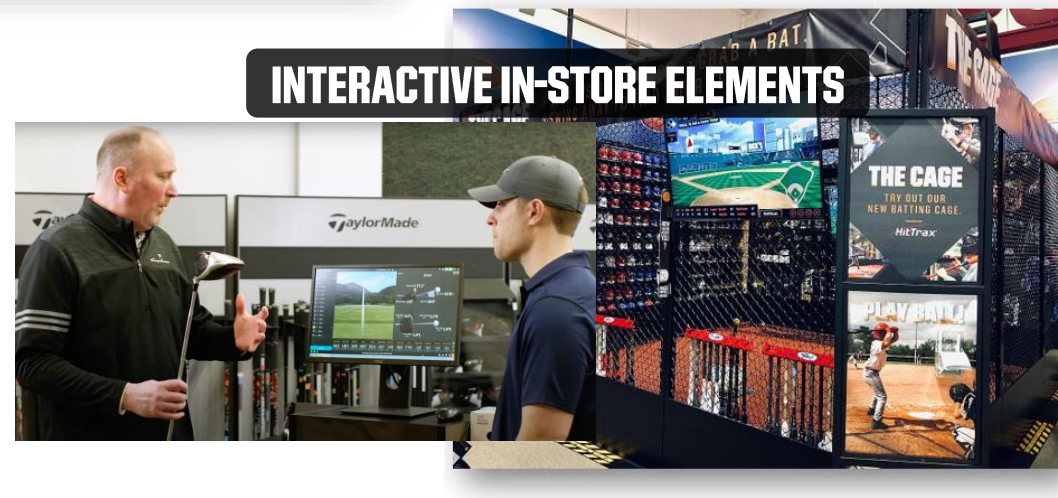
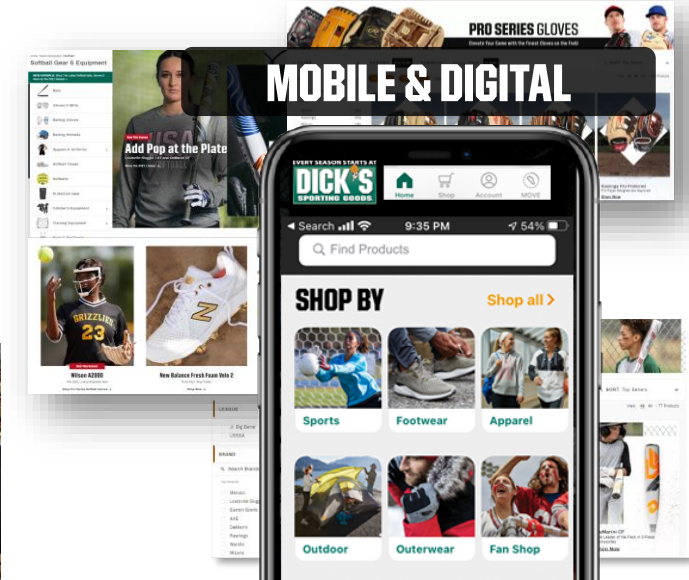
**8.5M**  
New Athletes  
Added in 2020

**1 in 4**  
Under 30  
Years Old

<sup>1</sup>DKS FY19 net sales / \$120B Total Addressable Market  
SOURCE: 2019 SGI Annual Apparel, Equipment, and Footwear reports

# LARGEST U.S. SPORTING GOODS RETAILER POSITIONED TO EXTEND LEAD

## WE ARE REIMAGINING THE ATHLETE EXPERIENCE







# LARGEST U.S. SPORTING GOODS RETAILER POSITIONED TO EXTEND LEAD

## WE HAVE A POWERFUL BRAND STRATEGY

### STRONG PARTNERSHIPS WITH KEY BRANDS



### OWNED VERTICAL BRANDS





# WORLD-CLASS OMNI-CHANNEL OPERATING MODEL

## WE ARE ACHIEVING CONSISTENT OPERATIONAL EXCELLENCE

### OUR FLEXIBLE STORE FOOTPRINT IS THE HUB OF OUR OMNI-CHANNEL EXPERIENCE



- Our stores enabled approximately 90% of our total sales during FY20
- Approximately 70% of online orders fulfilled through our store network (through ship from store, Curbside Pickup and BOPIS)
- ~2/3 of store leases are up for renewal in the next 5 years (opportunities to reduce rent, increase tenant allowances and/or relocate)

### WE HAVE FAST, MULTI-PRONGED FULFILLMENT CAPABILITIES WITH LOW BARRIERS TO SCALE



- 800+ Stores | 8 Fulfillment Centers | Vendor Direct Program
- Strategic delivery partnerships, nationally with FedEx and Instacart
- Estimated delivery date decreased by more than 10% in FY20

### THE PROFITABILITY OF OUR ECOMMERCE CHANNEL IS STRONG AND IMPROVING



- Fewer and more targeted promotions
- Sustained athlete adoption of Curbside Pickup & BOPIS
- Leverage of fixed costs





# WORLD-CLASS OMNI-CHANNEL OPERATING MODEL

## WE HAVE BUILT AN ATHLETE-CENTRIC & NIMBLE OMNI-CHANNEL OPERATING MODEL

**100%**

YoY eCommerce  
sales growth<sup>1</sup>

**50%+**

Mobile penetration<sup>1</sup>

**100M+**

Email  
addresses

**2 DAYS**

Time to launch  
curbside pickup  
during pandemic

**350%+**

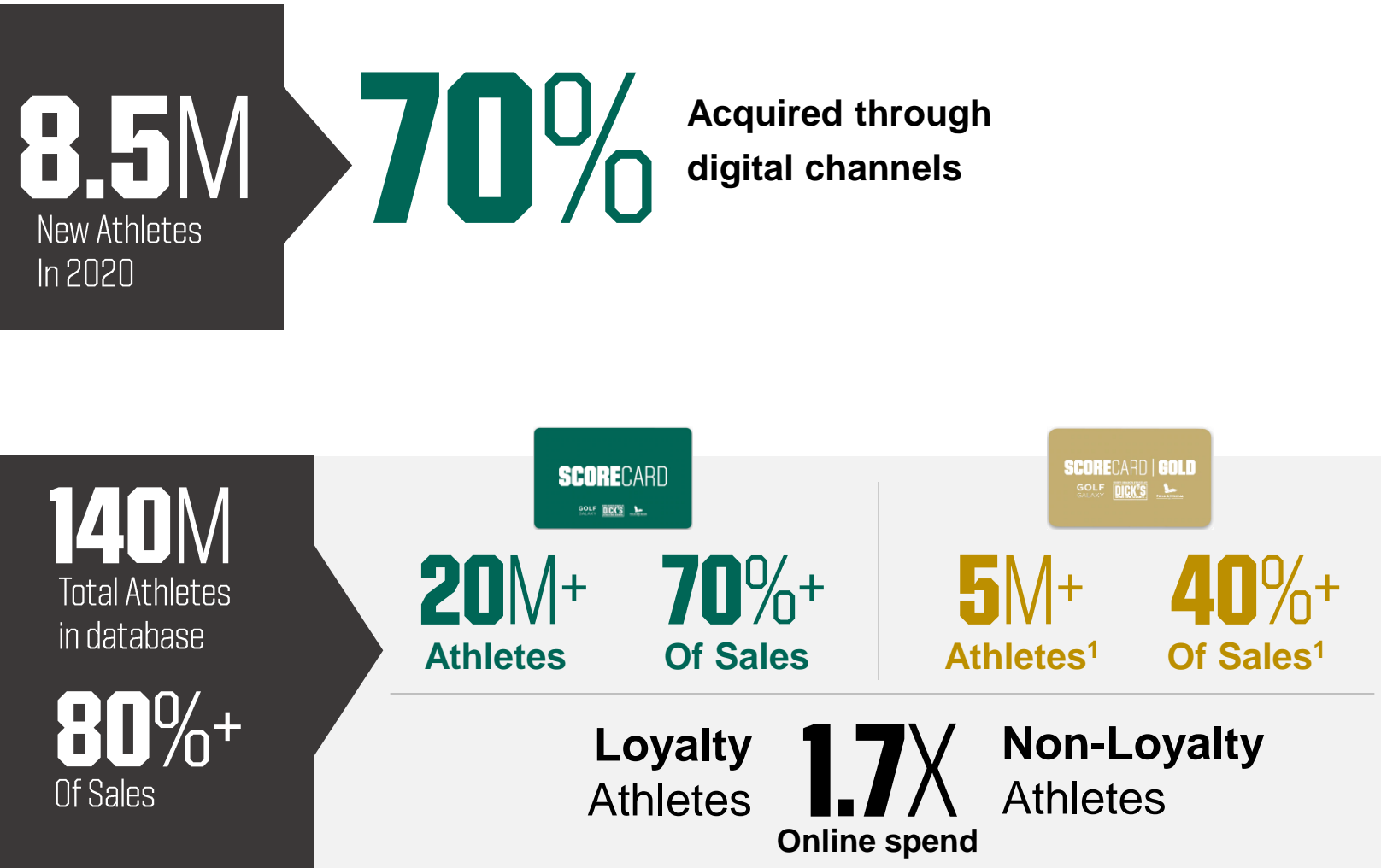
Curbside/BOPIS  
sales growth<sup>1</sup>

<sup>1</sup>Figures representative of full year 2020



DATA-POWERED  
TECHNOLOGY  
COMPANY

OUR OMNI-CHANNEL PLATFORM HAS EXPANSIVE  
REACH AND DELIVERS SIGNIFICANT VALUE



<sup>1</sup>GOLD members included in Scorecard counts





**DATA-POWERED  
TECHNOLOGY  
COMPANY**

**OUR TECHNOLOGY ENABLES  
BETTER ATHLETE EXPERIENCES**

**6.8B**

**DIGITAL  
TOUCHPOINTS  
WITH OUR  
ATHLETES**

**325+**

Data points collected for every athlete on our site

**220+**

Athlete attributes collected for targeting and analytics

**2M+**

Monthly athlete interactions through GameChanger

**AI & MACHINE  
LEARNING**

**TO MAKE SMARTER  
DECISIONS TO BETTER  
SERVE OUR ATHLETES**

- 1** Improve our speed to athletes with optimized order routing
- 2** Tailored marketing offers and content in the channels our athletes prefer
- 3** Intelligence to improve in-stocks and merchandise availability



**VALUES AND  
COMMON PURPOSE  
DRIVE STAKEHOLDER  
AND SHAREHOLDER  
VALUE**

# WE WIN BECAUSE OF OUR PEOPLE

**84%**

2021 Teammate  
Satisfaction Score

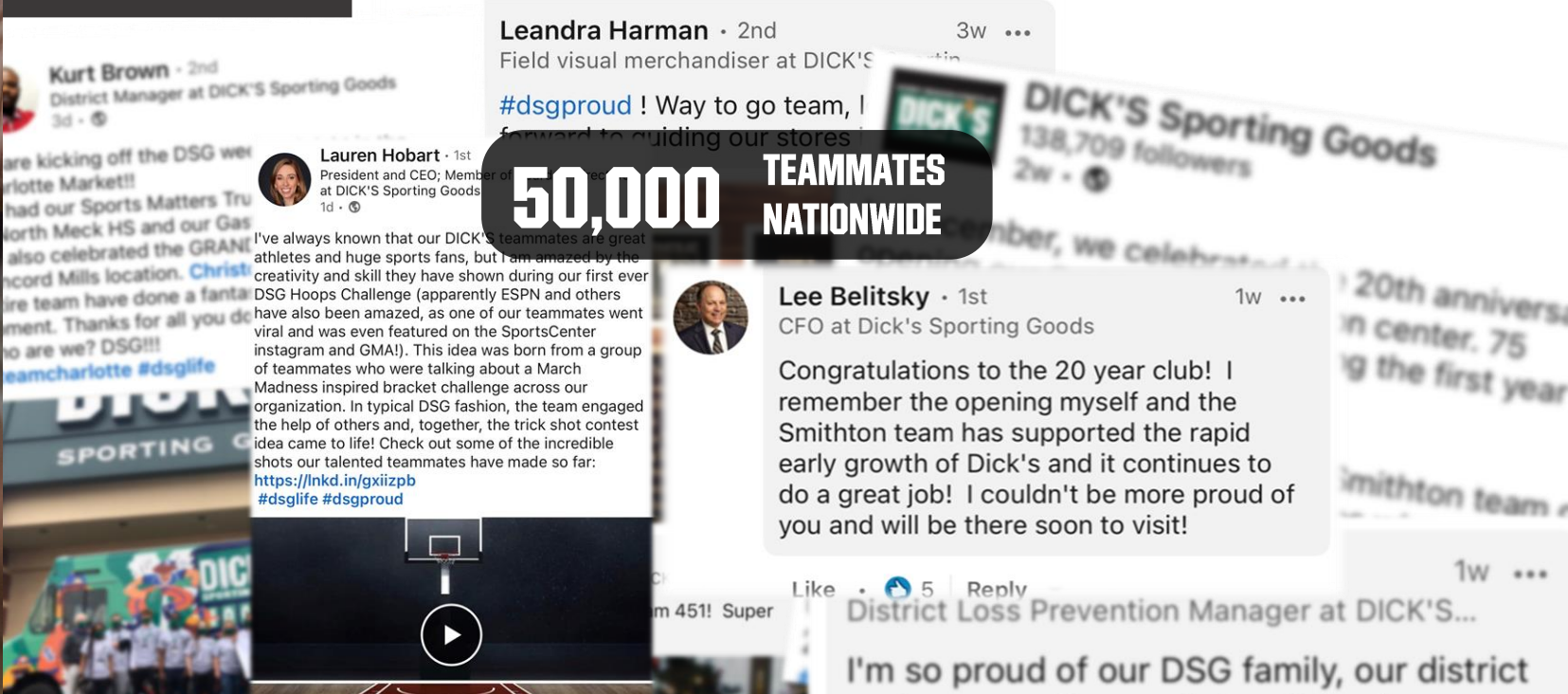
**+732**

**BPS to Retail  
Industry Average**

SOURCE: Qualtrics 2020 reporting

**50,000**

**TEAMMATES  
NATIONWIDE**



**Named one of Fortune's Best Workplaces in Retail for 2021**





# VALUES AND COMMON PURPOSE DRIVE STAKEHOLDER AND SHAREHOLDER VALUE

## WE ARE DRIVING MEANINGFUL CHANGE

1

### LEVELING THE PLAYING FIELD

2

### RAISING THE BAR

3

### CLEARING HURDLES

4

### PROTECTING OUR HOME COURT

#### OUR ACHIEVEMENTS

**14.9%**

increase in BIPOC  
representation in our  
university recruitment  
program between 2020-2021

**36k**

tons of waste diverted  
from the landfill in 2020

**\$189M**

in grants and  
sponsorships since 2014

**15%**

of our stores converted to  
paper bags from single-  
use plastic in 2020

#### OUR GOALS

**2021**

Maintain median  
gender pay ratio of  
100%

By **2025**

Meet minimum disclosure  
standards of the Human Rights  
Watch Transparency Pledge for  
100% of vertical brands

By **2024**

Give 1 million kids the  
chance to play

By **2030**

Reduce Scope 1 & 2  
greenhouse gas  
emissions 30% by 2030

SOURCE: DICK'S Sporting Goods 2020 Purpose Playbook, our annual CSR report



# VALUES AND COMMON PURPOSE DRIVE STAKEHOLDER AND SHAREHOLDER VALUE

## WE ALWAYS STRIVE TO DO THE RIGHT THING

### OUR ATHLETES

**Dick's Sporting Goods Announces 2020 Women's Initiative**  
Michael LaRó Contributor @SportsMoney

**Dick's Sporting Goods uses sports bra history lesson to talk about the needs of the modern female athlete**  
President Lauren Hobart talks about how the retailer is backing up campaign with new grants and partnerships with US Soccer Foundation and USA Softball.

**Dick's Sporting Goods is now selling a limited edition collection of official Negro Leagues baseball gear**  
Fans longing to sport official Negro Leagues baseball gear now have the opportunity to do so, thanks to Dick's Sporting Goods. The retail giant unveiled a **limited edition collection** of retro merchandise featuring tees, hoodies and pennants from select franchises like the Kansas City Monarchs, New York Black Yankees, Detroit Stars and Cleveland Buckeyes.

### OUR COMMUNITIES



### OUR BELIEFS

**DICK'S Sporting Goods**  
138,709 followers  
22h • Edited •

"We are proud to partner with Open to All and stand with other businesses so we can continue to strengthen our communities and create spaces where everyone feels safe, welcome and respected." - Lauren Hobart, DICK'S Sporting Goods President and CEO

#opentoall  
#dsgrlife  
<https://linkd.in>

**Dick's Sporting Goods Names New Board Members**  
By [Thad Ruethe](#) • 09/22/2020

Dick's Sporting Goods has added two people to its board of directors, the retail chain said Tuesday.

Joining the board are Sandeep Mathrani, CEO of WeWork, and Desirée Ralls-Morrison, the senior vice president, general counsel and corporate secretary at Boston Scientific Co. Dick's said that Vincent Byrd and Allen Weiss have stepped down from its board, after a combined nearly 17

**ELIMINATE SINGLE-USE, POINT-OF-SALE PLASTIC BAGS**  
IN ALL STORES BY 2025

### OUR ADVOCACY







# COMPELLING LONG-TERM GROWTH INITIATIVES

## WE ARE FOCUSED ON PROFITABLE GROWTH

### ACCELERATE THE CORE

- Investing in key merchandise categories and brands
- Expanding vertical brand assortments
- Growing brick & mortar retail footprint with purpose
- Driving traffic, sales and loyalty through new store and digital experiences

### TEST & SCALE NEW CONCEPTS

- Launched DICK'S Sporting Goods House of Sport, a highly experiential store exploring the future of retail
- Re-engineered Golf Galaxy and opened two Golf Galaxy Performance Centers, a new Golf Galaxy prototype
- Launched Public Lands, a complete outdoor omni-channel retail concept

### UNLOCK PRODUCTIVITY

- Technology, data science & analytics to drive growth and margin expansion
- Flexible and efficient supply chain as a competitive weapon
- Transformative cost management to fund our future

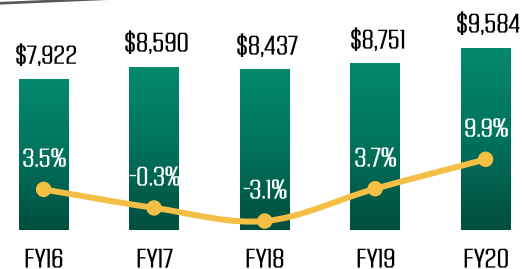
# ROBUST FINANCIAL PERFORMANCE & PROFILE

## HISTORICAL FINANCIAL PERFORMANCE

### Net Sales (in millions)

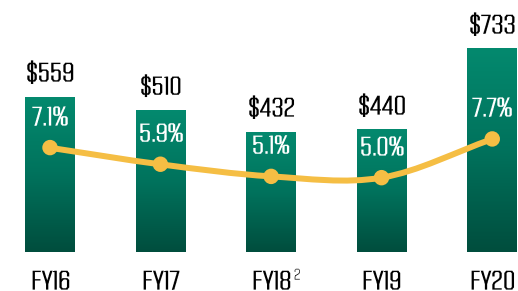
— Same Store Sales

CAGR: +4.9%



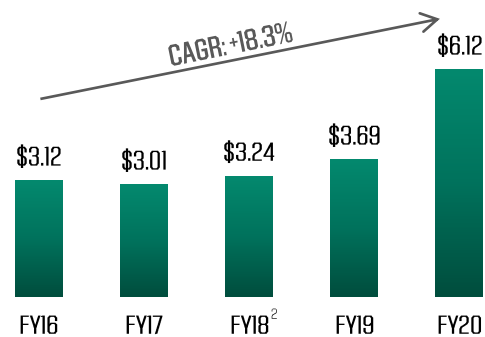
### Non-GAAP EBT<sup>1</sup> (in millions)

— Margin<sup>1</sup>



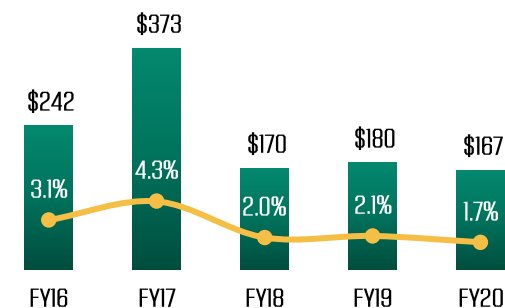
### Non-GAAP EPS<sup>1</sup>

CAGR: +18.3%



### Net Capex<sup>1</sup> (in millions)

— % Sales



Note: all years presented include 52 weeks, except for fiscal 2017 which includes 53 weeks  
<sup>1</sup>Non-GAAP financial measures. Refer to Appendix for a reconciliation of non-GAAP financial measures.  
<sup>2</sup>FY18 did not include non-GAAP adjustments



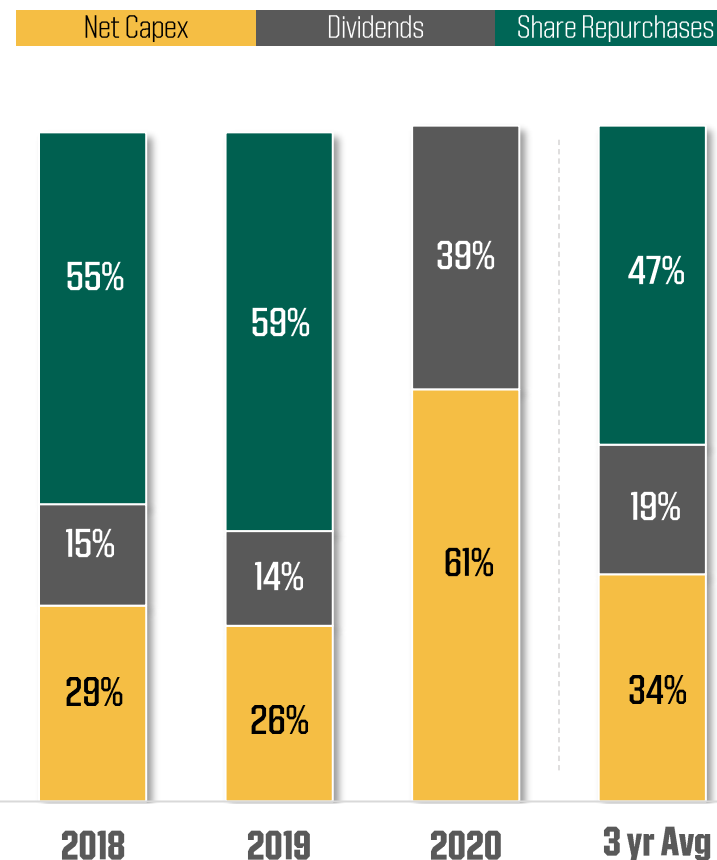


# ROBUST FINANCIAL PERFORMANCE & PROFILE

## STRATEGIC CAPITAL ALLOCATION AND STRONG LIQUIDITY PROFILE

### Historical Use of Capital

Over Last 3 Years



### Flexibility to Grow and Generate Returns for Shareholders

**\$1.37B** Cash  
as of 10/30/21

**\$1.855B** Revolving  
Credit Facility  
No outstanding borrowings (as of 10/30/21)

### Returned Nearly \$1 Billion to Shareholders Year-To-Date

- 1 Paid \$567 million in dividends, including a special dividend of \$5.50 per share and a quarterly dividend that was increased by 21% to \$0.4375 per share in Q3
- 2 Repurchased 4 million shares of stock for \$426 million



# ROBUST FINANCIAL PERFORMANCE & PROFILE

## 2021 GUIDANCE

(as of 11/23/21)

### — Comp Sales Growth —

Low

High

**+24%** to **+25%**

### — Non-GAAP EBT<sup>1</sup> —

Low

High

**\$1.89B** to **\$1.92B**

### — Non-GAAP EPS<sup>1</sup> —

Low

High

**\$14.60** to **\$14.80**

### Benchmarking:

Based on guidance mid-points, we expect:

- +39% net sales vs. 2019
- +333% EBT vs. 2019
- +298% EPS vs. 2019
- +27% net sales vs. 2020
- +160% EBT vs. 2020
- +140% EPS vs. 2020

<sup>1</sup>Non-GAAP financial measures. Refer to Appendix for a reconciliation of non-GAAP financial measures.



# OUR SUSTAINABLE COMPETITIVE ADVANTAGES



**LARGEST U.S. SPORTING GOODS RETAILER POSITIONED TO EXTEND LEAD**

**WORLD-CLASS OMNI-CHANNEL OPERATING MODEL**

**DATA-POWERED TECHNOLOGY COMPANY**

**VALUES AND COMMON PURPOSE DRIVE STAKEHOLDER AND SHAREHOLDER VALUE**

**COMPELLING LONG-TERM GROWTH STRATEGY**

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# GAAP TO NON-GAAP RECONCILIATIONS

## NON-GAAP NET INCOME AND EARNINGS PER SHARE RECONCILIATIONS

(in thousands, except per share amounts)

52 Weeks Ended January 30, 2021

	Income from operations	Interest expense	Income before income taxes	Net income <sup>(2)</sup>	Diluted shares outstanding during period	Earnings per diluted share
GAAP Basis	\$ 741,477	\$ 48,812	\$ 711,735	\$ 530,251	92,639	\$ 5.72
% of Net Sales	7.74%	0.51%	7.43%	5.53%		
Convertible senior notes <sup>(1)</sup>	-	(21,581)	21,581	15,970	(3,460)	
Non-GAAP Basis	\$ 741,477	\$ 27,231	\$ 733,316	\$ 546,221	89,179	\$ 6.12
% of Net Sales	7.74%	0.28%	7.65%	5.70%		

<sup>(1)</sup> Amortization of the non-cash debt discount on the Company's convertible senior notes and diluted shares that will be offset at settlement by shares delivered from the convertible note hedge purchased by the Company. This amount includes \$1.1 million of amortization recognized in the fiscal quarter ended May 2, 2020.

<sup>(2)</sup> The provision for income taxes for non-GAAP adjustments was calculated at 26%, which approximated the Company's blended tax rate.



# GAAP TO NON-GAAP RECONCILIATIONS

## NON-GAAP NET INCOME AND EARNINGS PER SHARE RECONCILIATIONS

(in thousands, except per share amounts)

52 Weeks Ended February 1, 2020

	Gross profit	Selling, general and administrative expenses	Income from operations	Gain on sale of subsidiaries	Income before income taxes	Net income <sup>(5)</sup>	Diluted shares outstanding during period	Earnings per diluted share
GAAP Basis	\$ 2,554,558	\$ 2,173,677	\$ 375,613	\$ (33,779)	\$ 407,704	\$ 297,462	89,066	\$ 3.34
% of Net Sales	29.19%	24.84%	4.29%	(0.39)%	4.66%	3.40%		
Hunt restructuring charges <sup>(1)</sup>	13,135	(44,588)	57,723	-	57,723	50,072		
Gain on sale of subsidiaries <sup>(2)</sup>	-	-	-	33,779	(33,779)	(24,996)		
Other asset impairments <sup>(3)</sup>	-	(15,253)	15,253	-	15,253	11,287		
Litigation contingency settlement <sup>(4)</sup>	-	6,411	(6,411)	-	(6,411)	(4,744)		
Non-GAAP Basis	\$ 2,567,693	\$ 2,120,247	\$ 442,178	\$ -	\$ 440,490	\$ 329,081	89,066	\$ 3.69
% of Net Sales	29.34%	24.23%	5.05%	- %	5.03%	3.76%		

(1) Hunt restructuring charges of \$57.7 million included \$35.7 million of non-cash impairments of a trademark and store assets, a \$13.1 million write-down of inventory and an \$8.9 million charge related to our exit from eight Field & Stream stores in the third quarter, which were subleased to Sportsman's Warehouse.

(2) Gain on sale of Blue Sombrero and Affinity Sports subsidiaries.

(3) Non-cash impairment charges to reduce the carrying value of a corporate aircraft to its fair market value, which was subsequently sold.

(4) Favorable settlement of a previously accrued litigation contingency.

(5) Except for the impairment of the trademark, the provision for income taxes for non-GAAP adjustments was calculated at 26%, which approximated the Company's blended tax rate. The trademark impairment charge of \$28.3 million was not deductible for tax purposes.

# GAAP TO NON-GAAP RECONCILIATIONS

## NON-GAAP NET INCOME AND EARNINGS PER SHARE RECONCILIATIONS

(in thousands, except per share amounts)

53 Weeks Ended February 3, 2018

	Cost of goods sold	Selling, general and administrative expenses	Pre-opening expenses	Other income	Income before income taxes	Net income <sup>(8)</sup>	Diluted shares outstanding during period	Earnings per diluted share
GAAP Basis	\$ 6,101,412	\$ 1,982,363	\$ 29,123	\$ (31,810)	\$ 501,337	\$ 323,445	107,586	\$ 3.01
% of Net Sales	71.03%	23.08%	0.34%	(0.37)%	5.84%	3.77%		
Corporate restructuring charge <sup>(1)</sup>	-	(7,077)	-	-	7,077	4,388		
TSA conversion costs <sup>(2)</sup>	-	-	(3,474)	-	3,474	2,154		
Contract termination payment <sup>(3)</sup>	-	-	-	12,000	(12,000)	(12,000)		
Sales tax refund <sup>(4)</sup>	-	-	-	8,104	(8,104)	(5,024)		
Loyalty program enhancement costs <sup>(5)</sup>	(11,478)	-	-	-	11,478	7,231		
Litigation contingency <sup>(6)</sup>	-	(6,592)	-	-	6,592	4,153		
Tax Act impact <sup>(7)</sup>	-	-	-	-	-	(24)		
Non-GAAP Basis	\$ 6,089,934	\$ 1,968,694	\$ 25,649	\$ (11,706)	\$ 509,854	\$ 324,323	107,586	\$ 3.01
% of Net Sales	70.89%	22.92%	0.30%	(0.14)%	5.94%	3.78%		

<sup>(1)</sup> Severance, other employee-related costs and asset write-downs related to corporate restructuring.

<sup>(2)</sup> Costs related to converting former TSA stores.

<sup>(3)</sup> Contract termination payment. There was no related tax expense as the Company utilized net capital loss carryforwards that were previously subject to a valuation allowance.

<sup>(4)</sup> Multi-year sales tax refund.

<sup>(5)</sup> Transition costs incurred to enhance the Company's Scorecard loyalty program.

<sup>(6)</sup> Costs related to a litigation contingency.

<sup>(7)</sup> Change to blended tax rate for adjustments recorded prior to enactment of the Tax Act.

<sup>(8)</sup> The provision for income taxes for non-GAAP adjustments was calculated at the Company's approximated blended tax rate, unless otherwise noted.



# GAAP TO NON-GAAP RECONCILIATIONS

## NON-GAAP NET INCOME AND EARNINGS PER SHARE RECONCILIATIONS

(in thousands, except per share amounts)

	52 Weeks Ended January 28, 2017						
	Cost of goods sold	Selling, general and administrative expenses	Pre-opening expenses	Income before income taxes	Net income <sup>(5)</sup>	Diluted shares outstanding during period	Earnings per diluted share
GAAP Basis	\$ 5,556,198	\$ 1,875,643	\$ 40,286	\$ 458,422	\$ 287,396	112,216	\$ 2.56
% of Net Sales	70.14%	23.68%	0.51%	5.79%	3.63%		
Inventory write-down <sup>(1)</sup>	(46,379)	-	-	46,379	28,755		
Non-cash impairment and store closing charge <sup>(2)</sup>	-	(32,821)	-	32,821	20,349		
Non-operating asset impairment <sup>(3)</sup>	-	(7,707)	-	7,707	4,778		
TSA and Golfsmith conversion costs <sup>(4)</sup>	-	(8,545)	(5,102)	13,647	8,461		
Non-GAAP Basis	\$ 5,509,819	\$ 1,826,570	\$ 35,184	\$ 558,976	\$ 349,739	112,216	\$ 3.12
% of Net Sales	69.55%	23.06%	0.44%	7.06%	4.41%		

<sup>(1)</sup> Inventory write-down to net realizable value in connection with the Company's new merchandising strategy.

<sup>(2)</sup> Included non-cash impairment of store assets and store closing charges primarily related to ten Golf Galaxy stores in overlapping trade areas with former Golfsmith stores.

<sup>(3)</sup> Non-cash impairment charge to reduce the carrying value of a corporate aircraft held for sale to its fair market value.

<sup>(4)</sup> Costs related to converting former TSA and Golfsmith stores.

<sup>(5)</sup> The provision for income taxes for non-GAAP adjustments was calculated at 38%, which approximated the Company's blended tax rate.

# GAAP TO NON-GAAP RECONCILIATIONS

## RECONCILIATION OF GROSS CAPITAL EXPENDITURES TO NET CAPITAL EXPENDITURES

(in thousands, except per share amounts)

The following table represents a reconciliation of the Company's gross capital expenditures to its capital expenditures, net of tenant allowances.

	Fiscal Year Ended				
	January 30, 2021	February 1, 2020	February 2, 2019	February 3, 2018	January 28, 2017
Gross capital expenditures	\$ (224,027)	\$ (217,461)	\$ (198,219)	\$ (474,347)	\$ (421,920)
Deferred construction allowances	56,713	37,959	27,730	101,712	179,864
Net capital expenditures	<u>\$ (167,314)</u>	<u>\$ (179,502)</u>	<u>\$ (170,489)</u>	<u>\$ (372,635)</u>	<u>\$ (242,056)</u>



# GAAP TO NON-GAAP RECONCILIATIONS

## RECONCILIATION OF NON-GAAP CONSOLIDATED NET INCOME AND EARNINGS PER DILUTED SHARE GUIDANCE

(in millions, except per share amounts)

52 Weeks Ended January 29, 2022								
Low End					High End			
	Income before income taxes	Net income (2)	Weighted average diluted shares	Earnings per diluted share	Income before income taxes	Net income (2)	Weighted average diluted shares	Earnings per diluted share
GAAP Basis	\$ 1,860	\$ 1,423	110.5	\$ 12.88	\$ 1,890	\$ 1,443	110.5	\$ 13.06
Convertible senior notes (1)	30	22	(11.5)		30	22	(11.5)	
Non-GAAP Basis	\$ 1,890	\$ 1,445	99.0	\$ 14.60	\$ 1,920	\$ 1,465	99.0	\$ 14.80
% of Net Sales	15.6%	11.9%			15.8%	12.0%		

(1) Amortization of the non-cash debt discount on the Company's convertible senior notes and diluted shares that are designed to be offset at settlement by shares delivered from the convertible note hedge purchased by the Company.

(2) The provision for income taxes for non-GAAP adjustments was calculated at 26%, which approximates the Company's blended tax rate.

# ABOUT DICK'S SPORTING GOODS

## About DICK'S Sporting Goods

Founded in 1948, DICK'S Sporting Goods is a leading omni-channel sporting goods retailer offering an extensive assortment of authentic, high-quality sports equipment, apparel, footwear and accessories. As of October 30, 2021, the Company operated 734 DICK'S Sporting Goods locations across the United States, serving and inspiring athletes and outdoor enthusiasts to achieve their personal best through a combination of its dedicated teammates, in-store services and unique specialty shop-in-shops dedicated to Team Sports, Athletic Apparel, Golf, Outdoor, Fitness and Footwear.

Headquartered in Pittsburgh, DICK'S also owns and operates Golf Galaxy, Field & Stream and Public Lands specialty stores, as well as GameChanger, a youth sports mobile app for scheduling, communications, live scorekeeping and video streaming. DICK'S offers its products through a dynamic eCommerce platform that is integrated with its store network and provides athletes with the convenience and expertise of a 24-hour storefront. For more information, visit the Investor Relations page at [dicks.com](https://dicks.com).

## Contacts



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